

2024/5 Budget - Smokecraft

Start Date: 05/27/2024

End Date: 05/25/2025

LY Start: 05/29/2023

LY End: 05/26/2024

PERIOD 1

1/1/2024

1/28/2024

PERIOD 1

12/30/2024

1/26/2025

		2024 Actual	% of Sales	2025 Budget	% of Sales
Gross Sales					
5100	Food Sales	\$ 106,734.93	82.91%	\$ 127,447.36	84.74%
5180	NA Beverage	\$ 1,584.75	1.23%	\$ 1,892.28	1.26%
	Total Food Sales	\$ 108,319.68	84.14%	\$ 129,339.64	86.00%
5210	Liquor Sales	\$ 11,004.00	8.55%	\$ 13,173.10	8.76%
5220	Wine Sales	\$ 2,590.99	2.01%	\$ 3,101.72	2.06%
5230	Bottled Beer Sales	\$ 1,223.00	0.95%	\$ 1,464.08	0.97%
5240	Draft Beer Sales	\$ 5,597.00	4.35%	\$ 6,700.28	4.46%
	Total Beverage Sales	\$ 20,414.99	15.86%	\$ 24,439.18	16.25%
	Gross F&B Sales	\$ 128,734.67	102.72%	\$ 153,778.82	102.25%
Deductions					
5110	Goodwill Comps	\$ 642.83	0.51%	\$ 827.17	0.55%
5120	Guest Recovery Comps	\$ 347.15	0.28%	\$ 451.18	0.30%
5131	50% Employee Discounts	\$ 610.02	0.49%	\$ 676.78	0.45%
5132	Manager Meal Discounts	\$ 758.66	0.61%	\$ 526.38	0.35%
5150	Discounts Marketing	\$ 610.11	0.49%	\$ 526.38	0.35%
5250	Goodwill Bar Comps	\$ 552.25	0.44%	\$ 375.99	0.25%
	Total Deductions	\$ 3,521.02	2.81%	\$ 3,383.89	2.25%
Other Income and Expense					
5300	Sundry Sales	\$ -	0.00%	\$ -	0.00%
5910	Service Charge Revenue - Catering	\$ 115.46	0.09%	\$ -	0.00%
	Total Other Income and Expense	\$ 115.46	0.09%	\$ -	0.00%
	Net Sales	\$ 125,329.11	100.00%	\$ 150,394.93	100.00%
Food Costs					
6110	Meat Cost	\$ 14,081.85	13.00%	\$ 18,883.59	14.60%
6120	Poultry Cost	\$ 1,941.30	1.79%	\$ 3,362.83	2.60%
6130	Seafood Cost	\$ 510.02	0.47%	\$ 646.70	0.50%
6140	Dairy Cost	\$ 4,448.95	4.11%	\$ 5,173.59	4.00%
6150	Produce Cost	\$ 3,427.32	3.16%	\$ 4,138.87	3.20%
6160	Bakery Cost	\$ 1,619.10	1.49%	\$ 1,810.75	1.40%
6170	Grocery Cost	\$ 6,754.93	6.24%	\$ 8,019.06	6.20%
6180	NA Beverage	\$ 507.02	0.47%	\$ 646.70	0.50%
	Total Food Cost	\$ 33,290.49	30.73%	\$ 42,682.08	33.00%

Beverage Costs					
6210	Liquor Cost	\$	2,736.28	13.78%	\$ 3,139.08 12.84%
6220	Wine Cost	\$	551.94	2.78%	\$ 633.19 2.59%
6230	Bottled Beer Cost	\$	101.42	0.51%	\$ 116.35 0.48%
6240	Draft Beer Cost	\$	871.00	4.39%	\$ 999.22 4.09%
Total Bev Cost		\$	4,260.64	21.45%	\$ 4,887.84 20.00%
Total F&B Costs		\$	37,551.13	29.96%	\$ 47,569.92 31.63%
Gross Profit		\$	87,777.98	70.04%	\$ 102,825.02 68.37%
Payroll Costs					
6310	Management Salaries	\$	12,769.24	10.19%	\$ 14,461.54 9.62%
6311	Direct Labor - FOH	\$	3,856.69	3.08%	\$ 3,910.27 2.60%
6312	Overtime Labor - FOH	\$	-	0.00%	\$ - 0.00%
6313	Training Labor	\$	666.96	0.53%	\$ 225.59 0.15%
6314	Direct Labor - BOH	\$	25,387.58	20.26%	\$ 26,319.11 17.50%
6315	Overtime Labor - BOH	\$	-	0.00%	\$ - 0.00%
Total Labor		\$	42,680.47	34.05%	\$ 44,916.51 29.87%
6510	Payroll Taxes	\$	5,043.81	4.02%	\$ 5,639.81 3.75%
6530	Vacation Pay	\$	-	0.00%	\$ - 0.00%
6540	Parking	\$	300.00	0.24%	\$ 200.00 0.13%
6550	Uniform Allowance	\$	(35.00)	-0.03%	\$ - 0.00%
6560	Continuing Education	\$	-	0.00%	\$ - 0.00%
6570	Group Insurance	\$	390.80	0.31%	\$ 600.00 0.40%
6580	Workers Compensation	\$	445.08	0.36%	\$ 510.00 0.34%
6610	Other Benefits	\$	-	0.00%	\$ - 0.00%
6615	Payroll Processing Fees	\$	278.00	0.22%	\$ 300.00 0.25%
Total Payroll Expenses		\$	6,422.69	5.12%	\$ 7,249.81 4.82%
Total Payroll Costs		\$	49,103.16	39.18%	\$ 52,166.32 34.69%
Controllable Expenses					
6500	3rd Party Delivery Expense	\$	3,211.66	2.56%	\$ 4,511.85 3.00%
6710	Operating Lease/Rentals-Kitchen/Bar	\$	933.72	0.75%	\$ 550.00 0.37%
6740	Security	\$	-	0.00%	\$ 600.00 0.40%
6750	Trash Removal	\$	-	0.00%	\$ - 0.00%
6790	Other Contracted Services	\$	300.00	0.24%	\$ 300.00 0.20%
7010	Register Over/Short	\$	21.30	0.02%	\$ - 0.00%
7010	China/Glassware/Silverware	\$	291.94	0.23%	\$ 300.79 0.20%
7040	Cleaning Supplies	\$	297.16	0.24%	\$ 300.79 0.20%
7045	Dish Chemicals	\$	544.08	0.43%	\$ 451.18 0.30%
7050	Decorations	\$	37.08	0.03%	\$ - 0.00%
7060	Linens	\$	986.08	0.79%	\$ 1,127.96 0.75%
7080	New Menus/Printing	\$	-	0.00%	\$ - 0.00%
7090	Menu/Guest Check/POS Supplies	\$	-	0.00%	\$ - 0.00%
7105	To Go Supplies	\$	1,903.43	1.52%	\$ 2,105.53 1.40%
7106	Catering Supplies	\$	-	0.00%	\$ 601.58 0.40%
7110	Operating Supplies F&B	\$	1,643.66	1.31%	\$ 1,654.34 1.10%

7120	Uniforms	\$ -	0.00%	\$ -	0.00%
7470	Live Entertainment	\$ 2,100.00	1.68%	\$ 1,000.00	0.66%
Total Controllable Expenses		\$ 12,270.11	9.79%	\$ 13,504.03	8.98%
General & Administrative					
7190	Other Contracted Services-Admin	\$ 1,378.35	1.10%	\$ 1,500.00	1.00%
7195	Accounting Services	\$ 2,500.00	1.99%	\$ 2,500.00	1.66%
7220	Bank Charges & Fees	\$ 304.21	0.24%	\$ 100.00	0.07%
7230	Licenses & Permits	\$ 547.95	0.44%	\$ 600.00	0.40%
7250	Credit Card Commissions	\$ 2,796.40	2.23%	\$ 3,383.89	2.25%
7256	Employment Ads	\$ 90.00	0.07%	\$ 90.00	0.06%
7270	Dues & Subscriptions	\$ 46.95	0.04%	\$ 50.00	0.03%
7285	Key Man/General Liability Insurance	\$ 3,546.59	2.83%	\$ 1,275.00	0.85%
7290	Legal & Professional Services	\$ 1,360.00	1.09%	\$ -	0.00%
7320	Office Supplies & Postage	\$ 50.50	0.04%	\$ 150.39	0.10%
7350	Telephone/Internet/Cable	\$ 650.49	0.52%	\$ 650.00	0.43%
7360	Travel	\$ 163.90	0.13%	\$ 125.00	0.08%
7370	Meals & Entertainment	\$ 134.30	0.11%	\$ -	0.00%
Total General & Administrative		\$ 13,569.64	10.83%	\$ 10,424.28	6.93%
Advertising & Promotion					
7400	Local Charitable Donations	\$ -	0.00%	\$ -	0.00%
7430	Local Advertising & Promotion	\$ 1,512.92	1.21%	\$ -	0.00%
7435	Advertising & Marketing	\$ -		\$ 500.00	0.33%
7460	Special Promotions	\$ -	0.00%	\$ -	0.00%
Total Advertising & Promotion		\$ 1,512.92	1.21%	\$ 500.00	0.33%
Repairs & Maintenance					
7500	Repairs & Maintenance	\$ (392.20)	-0.31%	\$ 1,503.95	1.00%
7620	R&M HVAC & Refrigeration	\$ 3,030.50	2.42%	\$ -	0.00%
7630	R&M - Plumbing	\$ 41.24	0.03%	\$ -	0.00%
7640	R&M - Electric	\$ 1,331.95	1.06%	\$ -	0.00%
7650	R&M - Exterior/Structure	\$ -	0.00%	\$ -	0.00%
7660	R&M - POS Systems	\$ -	0.00%	\$ -	0.00%
7695	Cleaning Service	\$ 3,980.00	3.18%	\$ 3,680.00	2.45%
7710	MC-HVAC & Refrigeration	\$ -	0.00%	\$ 625.00	0.42%
7720	MC-Other Equipment	\$ -	0.00%	\$ 255.00	0.17%
7750	Pest Control	\$ 85.00	0.07%	\$ 85.00	0.06%
7785	Carpet/Rug/Floor Cleaning	\$ -	0.00%	\$ -	0.00%
Total Repairs & Maintenance		\$ 8,076.49	6.44%	\$ 6,148.95	4.09%
Utilities					
7810	Electricity	\$ 3,376.10	2.69%	\$ 3,383.89	2.25%
7820	Natural Gas	\$ 1,062.49	0.85%	\$ 1,052.76	0.70%
7830	Water & Sewer	\$ 427.00	0.34%	\$ 451.18	0.30%
7840	Firewood	\$ 500.00	0.40%	\$ 750.00	0.50%
Total Utilities		\$ 5,365.59	4.28%	\$ 5,637.84	3.75%
Total Operating Expenses		\$ 40,794.75	32.55%	\$ 36,215.09	24.08%

Other Income (Expenses)					
5500	Door Revenue	\$	-	0.00%	\$ - 0.00%
5800	Commission Income	\$	-	0.00%	\$ - 0.00%
Total Other Income		\$	-	0.00%	\$ - 0.00%
Operating Income Before Bonus		\$	(2,119.93)	-1.69%	\$ 14,443.60 9.60%
6455	Management Bonuses	\$	-	0.00%	\$ - 0.00%
Restaurant Operating Income		\$	(2,119.93)	-1.69%	\$ 14,443.60 9.60%
Facility Expenses					
8010	Rents	\$	12,420.14	9.91%	\$ 12,730.64 8.46%
8015	Common Area Maintenance	\$	2,315.00	1.85%	\$ 2,315.00 1.54%
8020	Property Insurance	\$	132.00	0.11%	\$ 132.00 0.09%
8030	Property Taxes	\$	3,671.46	2.93%	\$ 3,671.46 2.44%
Total Facility Expenses		\$	18,538.60	14.79%	\$ 18,849.10 12.53%
Restaurant EBDIT		\$	(20,658.53)	-16.48%	\$ (4,405.50) -2.93%